

Message Text

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PAGE 01 STATE 006165

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COM/BIC/OED/MEPD/JMSANDS, DIRECTOR STATE /NEA/INS/JNACH(PHONE)

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P R 101859Z JAN 75

FM SECSTATE WASHDC

TO AMEMBASSY NEW DELHI PRIORITY

INFO AMEMBASSY TEHRAN

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E.O. 11652: N/A

TAGS: BEXP, IN

SUBJECT: KUDREMUKE PROJECT

REF: (A) NEW DELHI 0128 (B) NEW DELHI 1618; (C) NEW DELHI 17277;
(D) NEW DELHI 1546

1. APPARENTLY, BANERJEE MADE NO MENTION NOR RECOMMENDATION FOR MEETINGS WITH SWEETWOOD. COMMERCE CONTACTS WITH INTERESTED FIRMS REVEALS NO NEED FOR CONSULTATION AT THIS TIME.

2. DEPARTMENT HAS BEEN IN CONTACT WITH SWEETWOOD AND INFORMED HIM HE WILL BE CONTACTED IF NECESSARY.

3. CONTACTS WITH INDIAN EMBASSY AND CONSUL GENERAL IN NEW YORK INDICATE GOI NOT AWARE OF U.S.G. INTEREST. NEITHER STATE NOR COMMERCE HAD OPPORTUNITY TO TALK WITH BANERJEE.

4. TRADE INFORMS THAT SECOND DELEGATION SCHEDULED TO MEET HANNA AND ARTHUR MCKEE IN CLEVELAND DURING WEEK OF JANUARY 13 AND MARCONA AND KAISER IN SAN FRANCISCO EARLY WEEK JANUARY 20. BANERJEE REPORTEDLY WILL ACCOMPANY DELEGATION OF FOUR. INTERESTED COMPANIES ANXIOUS TO KNOW WHO THE OTHERS WILL BE.

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PAGE 02 STATE 006165

5. OPERATING COMPANIES SINGLED OUT FOR SECOND VISIT ARE LUKEWARM ON PROJECT. THEY REPORT WILLINGNESS TO CONTINUE INDIVIDUAL DISCUSSIONS WITH DELEGATION PROVIDED THESE WILL LEAD TO PRIVATE NEGOTIATIONS. THEY DO NOT INTEND TO BID AGAINST EACH OTHER IN INTERNATIONAL TENDER.

6. WHILE THEY HAVE NO INTELLIGENCE TO THE CONTRARY, COMPANIES QUESTION INFO REF C THAT GOI HAD DECIDED TO CONSIDER ONLY U.S. COMPANIES. REQUEST IMMEDIATE VERIFICATION THIS INFORMATION WITH APPROPRIATE QUALIFIED GOI AUTHORITY. IF TRUE, FURTHER USG INVOLVEMENT THIS MATTER WOULD APPEAR NOT NECESSARY. ON THE OTHER HAND, FOREIGN COMPETITION IN OUR JUDGEMENT WOULD PROVIDE REASON FOR MORE EFFECTIVE USG INVOLVEMENT IN AN ATTEMPT TO MAXIMIZE U.S. CHANCES FOR PARTICIPATION.

ACTION REQUESTED:

1. PLEASE ASCERTAIN AND ADVISE ITINERARY AND COMPOSITION OF JANUARY VISIT ASAP.

2. REF. D ADVISED GOI INTENDED SEND DELEGATION TO EUROPE ALSO. DID THIS OCCUR AND WHAT RESULTED? SPECIFICALLY, ARE OTHER THAN U.S. COMPANIES TO BE CONSIDERED FOR EITHER ENGINEERING OR TECHNICAL OPERATING PARTNERSHIP.

3. PLEASE REQUEST THAT DELEGATION CONTACT DEPT OF COMMERCE, MISS HAIMES (202) 967-4332 ON ARRIVAL AS WE ARE INTERESTED IN SEEING THEM.
KISSINGER

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